




Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)

Focus occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	
Employment and Growth	1,133/ 10.4%
Ave. Monthly Wage	\$4,515
Education/Experience	High school diploma or equivalent

Advance FROM Focus Occupation				
Occupation	Rung	Employment/ Growth	Education/Experience	Similarity
Sales Managers (11-2022)	3	757/ 13.0%	BA/1-5 yrs	78
Sales Engineers  (41-9031)	2	49/ 8.9%	BA	84
First-Line Supervisors of Non-Retail Sales Workers (41-1012)	1	225/ 8.2%	HS/5 plus yrs	82
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products  (41-4011)	1	414/ 8.4%	BA	99

Transfer TO and FROM Focus Occupation				
Occupation	Rung	Employment/ Growth	Education/Experience	Similarity
Sales Representatives, Services, All Other  (41-3099)	0	1,027/ 12.1%	HS	82
Wholesale and Retail Buyers, Except Farm Products (13-1022)	0	87/ 11.5%	HS	79

Advance TO Focus Occupation				
Occupation	Rung	Employment/ Growth	Education/Experience	Similarity
Sales and Related Workers, All Other (41-9099)	-1	1,124/ 10.3%	HS	81
Merchandise Displayers and Window Trimmers (27-1026)	-2	412/ 9.6%	HS	72
Retail Salespersons (41-2031)	-3	11,990/ 11.5%	Any	88

Important note: A worker does not necessarily have to traverse every rung to advance to or from the focus occupation. Occupations above and below the focus occupation are directly related to the focus occupation, but they are not necessarily directly related to each other. For example, actors and athletes are both related to agents of artists, performers, and athletes, but actors and athletes are not directly related to each other.

Analysis and development of the career lattice is by the Alaska Department of Labor and Workforce Development, Research and Analysis Section.

Data sources used for research and analysis: O*NET (Occupation Information Network), Alaska Occupational Data Base (ODB), Standard Occupational Classification Manual, North American Industry Classification System manual, Bureau of Labor Statistics Occupational Employer Survey (OES) wage estimates.